

## Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY MONTEVIDEO

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E.O. 11652: N/A

TAGS: BMEP, UY

SUBJ: HOSPITALS

REF: MONTEVIDEO 3612

1. COMMERCE HAS CONTACTED A NUMBER OF U.S. FIRMS WITH TURN-KEY CAPABILITY IN HOSPITAL FIELD.

A. FRIESEN INTERNATIONAL 1990 M STREET, N.W. WASHINGTON, D.C., 20036, ATTN. RANDY SHOTWELL, VICE PRESIDENT. FRIESEN ESTIMATES \$15 MILLION A PIECE FOR HOSPITALS. WOULD LIKE TO KNOW WHAT IS SOURCE OF GUARANTEE FOR FINANCING? WOULD GOVERNMENT GUARANTEE FINANCING?

B. THOMAS CONSTRUCTION COMPANY, SAINT JOSEPH, MISSOURI, 64502, ATTN. JAMES THOMAS, PRESIDENT. THOMAS HAS CONTACTED AMERICAN HEALTH FACILITIES (SUBSIDIARY OF AMERICAN HOSPITAL SUPPLY) AND HAS PROPOSED A CONSORTIUM APPROACH TO THE HOSPITAL PROJECT. HOWEVER THESE FIRMS NEED ADDITIONAL INFORMATION: WHAT IS THE TIMING ON THESE HOSPITALS, ARE THEY TO HAVE ANY SPECIALTY UNITS? IS THERE A CONSULTANT OR ANY OTHER DIRECT CONTACT WHICH THOMAS COULD MAKE?

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C. TURNER CONSTRUCTION COMPANY, 150 EAST 42ND STREET, NEW YORK,

NEW YORK, 10017, ATTN. R. NILSSON IS ALSO INTERESTED. TURNER  
ALSO EMPHASIZED A DESIRE FOR MORE INFORMATION AS SOON AS POSSIBLE.

2. FOR POST'S INFORMATION: THERE ARE A LARGE NUMBER OF EXCEPTIONALLY WELL QUALIFIED U.S. FIRMS WHO PUT TOGETHER TURNKEY HOSPITALS AROUND THE WORLD. IN YOUR DISCUSSIONS WITH THE MINISTRY OF HEALTH YOU MAY ASSURE THEM THAT A U.S. PACKAGE CAN BE COUNTED UPON FOR RELIABILITY AND EFFICIENCY AND FIRST RATE TECHNOLOGY.

3. WHEN POST HAS GATHERED ADDITIONAL FACTS ABOUT THE HOSPITALS, MAJOR PROJECTS WILL MAKE A WIDER DISTRIBUTION OF THE INFORMATION AND WILL PROBABLY TURN UP SEVERAL MORE FIRMS WHO WILL WANT TO FOLLOW THE PROJECT.  
RUSH

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**Disposition Comment:**  
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